

## Message Text

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12

ACTION NEA-10

INFO OCT-01 ISO-00 PM-03 NSC-05 SP-02 SS-15 CIAE-00 INR-07

NSAE-00 DODE-00 EB-07 COME-00 OMB-01 TRSE-00 L-03

DOTE-00 /054 W

----- 102587

R 290730Z MAY 75

FM AMEMBASSY ABU DHABI

TO AMEMBASSY DOHA

INFO SECSTATE WASHDC 2977

AMEMBASSY BEIRUT

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

C O N F I D E N T I A L ABU DHABI 1134

BEIRUT FOR RCAA DWOR

E.O. 1162: GDS

TAGS: EAIR, TC

SUBJ: TRISTAR SALES TO GULF AIR

REF: DOHA 578

### 1. LOCKHEED

LOST ENOUGH SALES IN ARAB WORLD TO BOEING  
THAT IT NOT SURPRISING TODD IS LIKE CAT ON HOT TIN ROOF.  
WE UNDERSTAND HOWEVER THAT BOEING RESIGNED TO GULF AIR  
GOING FOR TRISTAR. BOEING STILL ACTIVE IN UAE TRYING TO  
SELL CUSTOM 747 SP TO SHAIKH ZAYID. SALES PITCH HAS BEEN  
MADE TO CROWN PRINCE SHAIKH KHALIFA. THESE EFFORTS MAY  
HAVE STARTED RUMOR WHEELS CHURNING.

2. IT SHOULD NOT BE ASSUMED THAT EVERY BOEING SALE  
RESULTS FROM TAJIR CONNECTION. BOEING HAD ANOTHER  
VERY HIGH-LEVEL GOVERNMENT AGENT IN UAE SOLELY  
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FOR PURPOSE OF PROMOTING GULF AIR SALE AND IS NOW

USING THIS CONTACT FOR 747 SP SALES EFFORT.  
STERNER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, AIRCRAFT SALES, TRISTAR  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 29 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** CunninFX  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975ABUDH01134  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** DG ALTERED  
**Executive Order:** GS  
**Errors:** N/A  
**Film Number:** D750187-0612  
**From:** ABU DHABI  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t1975057/aaaaafup.tel  
**Line Count:** 63  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION NEA  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 DOHA 578  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CunninFX  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 04 AUG 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <04 AUG 2003 by CunninFX>; APPROVED <21 NOV 2003 by CunninFX>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TRISTAR SALES TO GULF AIR  
**TAGS:** EAIR, TC, US, LOCKHEED, GULF AIRLINES  
**To:** DOHA  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006